

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 /020 W

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R 311153Z DEC 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 6459

UNCLAS PARIS 33948

E.O. 11652: N/A

TAGS: BEXP, AFSP

SUBJECT: COUNTRY COMMERCIAL PROGRAMS FOR FY 77 AND  
PRELIMINARY INPUTS FOR FY 78

REF: STATE A-7369, DECEMBER 10, 1975

1. WE WELCOME MANY USEFUL REFINEMENTS AND INNOVATIONS  
IN CCP CONCEPTS REFLECTED IN REPAIR. WE ARE PARTICULARLY  
PLEASED WITH CLEARER LINKAGE TO COMMERCE TARGET  
INDUSTRIES AND WITH NEW EMPHASIS ON ACTIVITY RATHER  
THAN STATISTICAL GOALS AND ON QUALITY RATHER THAN  
QUANTITY IN PTO'S.

2. IN PREPARING OUR JANUARY 23 AND SUBSEQUENT  
SUBMISSIONS, HOWEVER, IT WOULD BE HELPFUL TO HAVE  
EARLY CLARIFICATION OF FOLLOWING POINTS WHICH ARE  
FUZZY IN REPAIR AND ATTACHED SAMPLE DRAFT:

A) WHAT IS DISTINCTION BETWEEN CAMPAIGN ACTIVITY  
AND "CUSTOMARY" ACTIVITY? WE PRESUME TABLES I AND  
II(A) REPRESENT ATTEMPT TO SHOW APPLICATION OF SAME  
RESOURCES BY CAMPAIGN AND FORM OF ACTIVITY RESPECTIVELY,  
BUT ARE PUZZLED BY FACT THAT TOTAL E/C PERSONNEL  
AND FINANCIAL RESOURCES AVAILABLE ARE FULLY ALLOCATED  
IN SAMPLE DRAFT TABLE I TO CAMPAIGNS DESPITE LINE  
AT BOTTOM WHICH RIGHTLY SUGGESTS THAT ONLY FRACTION  
OF RESOURCES ARE SO ALLOCATED. WE WOULD PREFER TO  
CARRY IN TABLE I TOTALS BY CAMPAIGN OF RESOURCE  
ALLOCATIONS IN LINES 1-15 OF TABLE II(A) WHICH ARE  
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LEGITIMATELY ATTRIBUTABLE TO CAMPAIGNS.

B) WHY IS REVERSE INVESTMENT PROGRAM TREATED SO LIGHTLY IN REPAIR (APPARENTLY AS ADJUNCT TO SERVICES IN SUPPORT OF U.S. INVESTMENT ABROAD)? OUR IMPRESSION FROM STATE A-7029, SEPTEMBER 10, 1974, AND OTHER GUIDANCE HAS BEEN THAT, IN DEVELOPED COUNTRIES AT LEAST, PROMOTION OF FOREIGN INVESTMENT IN U.S. REMAINS CARDINAL FEATURE OF U.S. BOP PROGRAM. IF THIS IMPRESSION IS INCORRECT IT WILL SUBSTANTIALLY ALTER OUR RESOURCE ALLOCATIONS AND CAMPAIGN STRUCTURE FOR FY 77 AND 78.

GAMMON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 31 DEC 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975PARIS33948  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750451-0766  
**From:** PARIS  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1975/newtext/t1975121/aaaaaaku.tel  
**Line Count:** 73  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE A-7369  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ElyME  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 09 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <09 JUN 2003 by ReddocGW>; APPROVED <30 JAN 2004 by ElyME>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COUNTRY COMMERCIAL PROGRAMS FOR FY 77 AND PRELIMINARY INPUTS FOR FY 78  
**TAGS:** BEXP, AFSP  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006